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### BS News

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# bS news

building services news



Renewables Key to  
Reducing 90% Energy  
Import Dependency

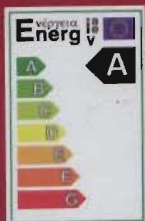
BE > THINK > INNOVATE >

# Meet the A-team

## Amazingly adaptable



Grundfos (Ireland) Ltd,  
Unit A Merrywell Business Park, Ballymount Road Lower, Dublin 12.  
Tel: 01 - 408 9800 - Fax: 01 - 408 9830  
email: [info-ie@grundfos.com](mailto:info-ie@grundfos.com) - Website: [www.grundfos.com](http://www.grundfos.com)



By popular demand, Grundfos has steadily expanded the MAGNA range to the point where it now boasts a total of 27 different models - all with the AUTOADAPT function. The new Magna range provides flows from as little as 1 m<sup>3</sup>/h up to 39 m<sup>3</sup>/h. All MAGNA pumps are labelled A on the energy scale.

**GRUNDFOS** 



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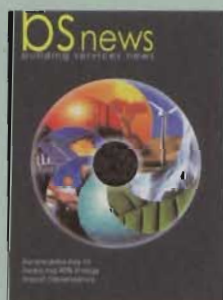
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**this issue**



Trade News & Product Information	2
Launch of Alpha Boilers in Ireland	14
Face to Face — AECI	16
Calorifiers & Heat Exchangers	20
Ireland's Energy Import Dependency Now 90%	30
bs news Better Business	32
Another Side Off ... Austin McDermott	34
Grundfos Magna — 'Small in Size, Big in Benefits'	35
Plumb Lines	36

opinion

## Another Side of Construction

By its very nature the Opinion Column invariably deals with problems facing the industry and all-too-often highlights the downside of the construction sector.

However, this month we present another side of the business, one which reflects its generosity of spirit and willingness to help others.

As we went to press over 2,000 Sri Lankan children were returning to school thanks to a CIF/GOAL schools building programme in the Ampara region of Sri Lanka.

Ampara was the district most severely affected by the tsunami in Sri Lanka in 2004. More than 10,000 people lost their lives and 38,000 families were displaced. Hence the decision by CIF members, with guidance from GOAL, to help the people of this region.

More than €1million was raised specifically to rebuild three schools that had been seriously damaged by the tsunami. CIF members across the entire country used all manner of innovative events to raise the cash.

This included a 'Night at the Dogs' organised by the CIF Galway Branch, attended by over a 1,000 people, at which a staggering €108,000 was raised.

So, take a bow everyone in construction ... you have demonstrated that it's not all about self-serving profiteering.

## trade news + product information

### online thermal imaging

The Land FTI6 online and transportable thermal imaging systems from Manotherm are purpose-designed for real-time thermal imaging of buildings and electrical installations. The integral video camera means that visual and real-time images can be viewed separately or in combination.

The systems use focal plane array detector technology, combined with unique, state-of-the-art digital processing to produce accurate, drift-free radiometric imaging and temperature measurement, from -20°C to 2000°C.

FTI6 is ruggedly built, sealed against dust and water, and is available with an extensive range of mounting accessories. These include pan and tilt, protective housing and air purge. There is also a water-cooling jackets to provide protection in the most hostile environments.

FTI6 can be remotely controlled through a digital communication link from a PC with LIPS thermal imaging software, or by a control keypad. The new fast-memory option allows sequences of up to 256 images to be saved in memory.

Contact: Bob Gilbert, Noel Walsh or Robert Gilbert, Manotherm. Tel: 01 - 452 2355; email: [info@manotherm.ie](mailto:info@manotherm.ie)



### calpeda circulating pump with synchronous motor

Calpeda's new NCE range of high-efficiency, energy-saving, variable speed circulating pumps was designed for small domestic heating systems. A key feature of all models is the permanent-magnet synchronous motor which is controlled by an on-board inverter.

The patented "square chamber" eliminates any possibility of rotor stoppage as the operational characteristics of the synchronous motor allow for a larger gap between rotor and rotor chamber. Being a permanent ceramic magnet, the rotor is less subject to limestone deposit while the intelligent electronics can sense and resolve any rotation difficulties.

The pump casing suction and delivery connections are of the same diameter and on the same axis (in-line) while brass unions are available on request.

Main benefits include Class A energy efficiency rating; high savings; n flat curves in a wide working area; low noise; easy adjustment of right working point; compact dimensions; self-cleaning; and low energy consumption.

Contact: Graham Fay or Stephen McDowell, Calpeda Pumps (Ireland). Tel: 01 - 825 8212; email: [info@calpedaireland.com](mailto:info@calpedaireland.com)



### philips lights up world cup

Philips, in collaboration with lighting artist Micheal Batz, are responsible for lighting the Reichstag in Berlin, the German seat of government, for the duration of the 2006 FIFA World Cup.

Implemented by the Lebendige Stadt (Living City) Foundation, the 700 sources of light highlighting the architectural splendor of the 112-year-old historical landmark is lighting the night sky for football fans and tourists alike. Using a combination of halogen lamps and light-emitting diodes (LEDs), the lighting array uses a number of "temperatures", or shades, to bring out the Reichstag's distinctive features.

Other world-famous landmarks lit by the company include the Eiffel Tower in Paris, Big Ben in London, The Sphinx in Cairo, and the Opera House in Sydney.



Philips are responsible for lighting the Reichstag in Berlin, the German seat of government, for the duration of the 2006 FIFA World Cup.



# SANYO's Commercial Split range - now the choice is even wider

Commercial Split Systems range from 5.5 – 28kW

SANYO's award-winning commercial split system range has now expanded to include capacities from 5.5 through to 28kW. Thanks to highly efficient technology and unrivalled flexibility, our systems provide the ideal cooling and heating solution, whatever the commercial application.

- Full range of flexible indoor units from 5.5kW to 28kW
- DC inverter heat pump technology
- Wired remote controller with 7-day programmable time clock
- 1 & 3 phase options
- Single and multi systems
- ECA listing

Super-efficiency and reliability - at the right price.

SANYO - a good decision all round.



5.5kW



7.7kW



10.0kW



12.0kW



16.0kW



20.0kW



28.0kW

**SANYO**  
AIR CONDITIONERS



## trade news + product information

### crystal air expands service team

Crystal Air has made a number of senior appointments in order to manage and service major expansion within the company. Caroline McCormack has been appointed Maintenance Manager. She holds a Bachelor of Business Studies degree in Marketing from the Athlone Institute of Technology. Damien Byrne has been appointed New Business Development Manager. He holds a BSc Eng from Trinity College Dublin and brings a wealth of experience to the company. He joins from Ardline Aircon Ltd where he held a similar position.



Damien Byrne with Caroline McCormack and Joe Roy.

Also, Joe Roy has been appointed Contracts Manager and holds City and Guilds qualifications in Fabrication Engineering as well as an MBA from the Commonwealth Open University. He has been involved with the design and manufacture of heat exchangers, condensers, evaporators and chillers for the petro chemical, gas and mining industries for the past 25 years.

Crystal Air is one of Ireland's leading providers of air conditioning units for both the industrial and domestic market. Set up by David O'Brien and Domnick Ward in 1997, it currently employs 48 people and has a turnover of over €6 million. The company has seen phenomenal growth over the past five years and is predicting a 40% increase in turnover in the current financial year.

Contact: Domnick Ward, Crystal Air. Tel: 045 - 893 228; email: domnick@crystalair.ie.

### generator firm to double workforce

A small County Armagh engineering company is planning to double its workforce over the next six months. Craigavon-based AJ Power — whose Irish dealer is PSE Power Systems with bases in Newcastle West and Dublin — employs 50 people designing and producing diesel generators. Around 30% of the jobs will be for engineering graduates and the company has already signed up several from Queen's University in Belfast.

Despite being set up as recently as 2004, AJ Power is already exporting to 40 countries around the world. The company sold 1,000 generators (75% for export) in its first year with turnover for 2006 scheduled to hit £6 million.

Contact: Padraig Smith, PSE Power Systems. Tel: 069 61066; Mobile: 087 2594051; www.pse.ie

### cad outsourcing from edesk365

Edesk365 offers a variety of CAD service solutions including digitisation of paper drawings, "as-built" drawings, and SLD's. It provides web-based project management software to assist customers in maintaining total control over all aspects of their CAD projects up to final delivery. Clients are also provided with a wide variety of reports to track project progress and communicate with the CAD engineers in real time.

Edesk365 comprises a team of qualified engineers with a minimum experience of five years in design and CAD work, guided by senior engineers with 10+ years of practical experience on turnkey projects.

As a complete solutions provider, Edesk365 is fully geared to provide custom interfaces for project management to each of their customers, ensuring complete data isolation, confidentiality and data security.

Contact: Justin Murphy, edesk365. Tel: 01- 835 1744;  
email: info@edesk365.com





# Carrier's New Patented Dx Free Cooling Chiller

## Traditional Free-Cooling

### Disadvantages

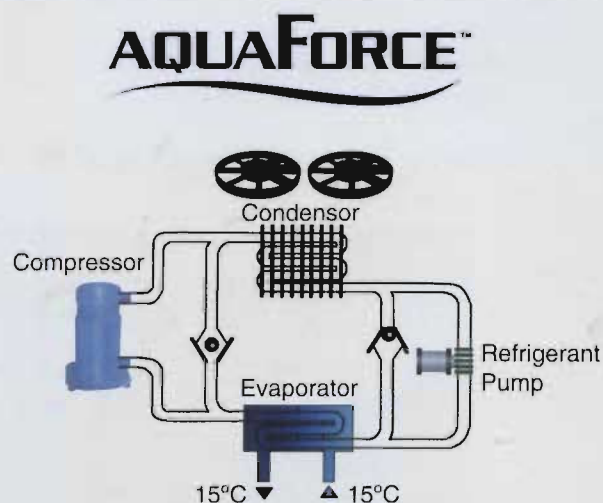
- Higher water pumping costs;
- Reduced chiller COP due to higher fan power;
- Increased chiller size and weight;
- Oversized chiller & terminal units due to glycol use;
- Clients don't like glycol.



## Patented Dx Free-Cooling

### Principle

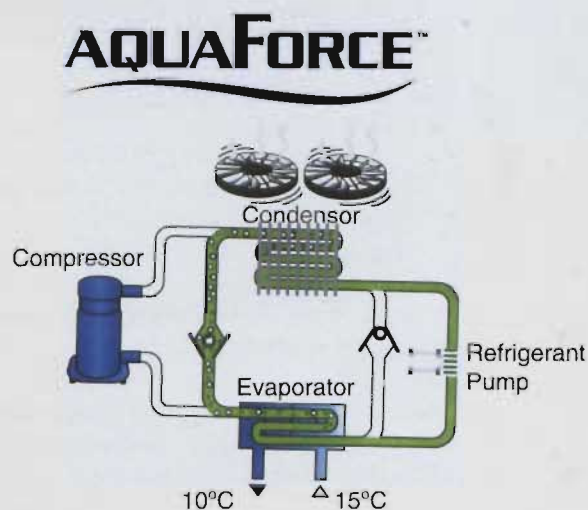
- Vapour migrates naturally from evaporator to condensor;
- Running fans accelerates process;
- Liquid refrigerant pump sustains process.



## AquaSnap Free-Cooling

### Benefits over traditional free-cooling

- No increase in water pumping cost;
- No reduction in chiller COP from higher fan input power;
- No increase in chiller dimensions and weight;
- No capacity loss through use of glycol.





## trade news + product information

### sanyo flying high with mac hale

Gareth Mac Hale, in his Sanyo Air Conditioners backed Ford Focus world rally car, recently put in a fantastic performance to secure third place overall on the Donegal International Rally. The result was an excellent achievement considering the quality of the competition, which included the current Irish tarmac champion and his own five times tarmac champion father, Austin Mac Hale, driving the second of the Sanyo AC backed Ford Focus WR cars.



Gareth and his co driver Paul Nagle used the Donegal event as preparation for the next round of the world championship Rally Deutschland, that will see the crew compete on their 6th world event this year as part of their WRC programme. They have already competed in rallies Monte Carlo, Catalunya, Argentina, Sardinia and Mexico where they finished the latter 6th overall, scoring three valuable world championship points. Their success in Mexico was outstanding as they finished ahead of ex-world champion Marcus Gronholm and were also first Ford car to reach the finish.

"We are delighted with our results in the WRC events that we have completed this year and to come home and finish third in Donegal is fantastic. Sanyo AC's continued support is crucial and we are delighted to work with such a professional and internationally-known company. With our move into WRC we feel that both ourselves and Sanyo can now drive for success on rallies, not only in Ireland, but in many other countries in Europe", said Gareth Mac Hale

A week after Rally Deutschland the crew will fly to Finland for the ninth championship round, followed by Wales Rally GB later in the year.

For more Sanyo Mac Hale team news check out [www.garethmachale.com](http://www.garethmachale.com)



### ipfma lunch & awards

Over 425 members and guests attended the annual members lunch of the Irish Property and Facility Management Association (IPFMA) in Dublin recently. During the lunch 19 diplomas were presented to graduates of the Association's one-year diploma course.

Top graduate was Cecilia Govender of CB Richard Ellis. She is pictured (left) with Brian Whelan, Development Officer of the IPFMA; Brendan McLoughlin, IPFMA; and Patricia Crisp of Ganly Walters Ltd, Chairman of the IPFMA.

### changes to construction pension scheme

The Construction Federation Operatives Pension Scheme (CFOPS) will close on 1 July 2006 when it will be transferred to a new new scheme called the Construction Workers Pension Scheme (CWPS). It will take at least nine months to carry out the transfer process.

The new scheme will be a hybrid scheme where each member has his/her own account, with annuities purchased from within the scheme. The scheme should prove easier to understand and administer, more transparent, and cost effective.

An estimated one in six of all male workers in the country between the ages of 20 and 65 are members of existing scheme. There are currently around 120,000 deferred members of the scheme, 80,000 contributing members and around 7,000 members in receipt of pensions.

The value of the benefits already built up in CFOPS will be transferred to the new account and the trustees will invest these monies with the investment managers. Members will be able to decide, within certain limits, the type of benefit they receive and it will also provide death benefits.



## eurosmart controls proves worthy of award

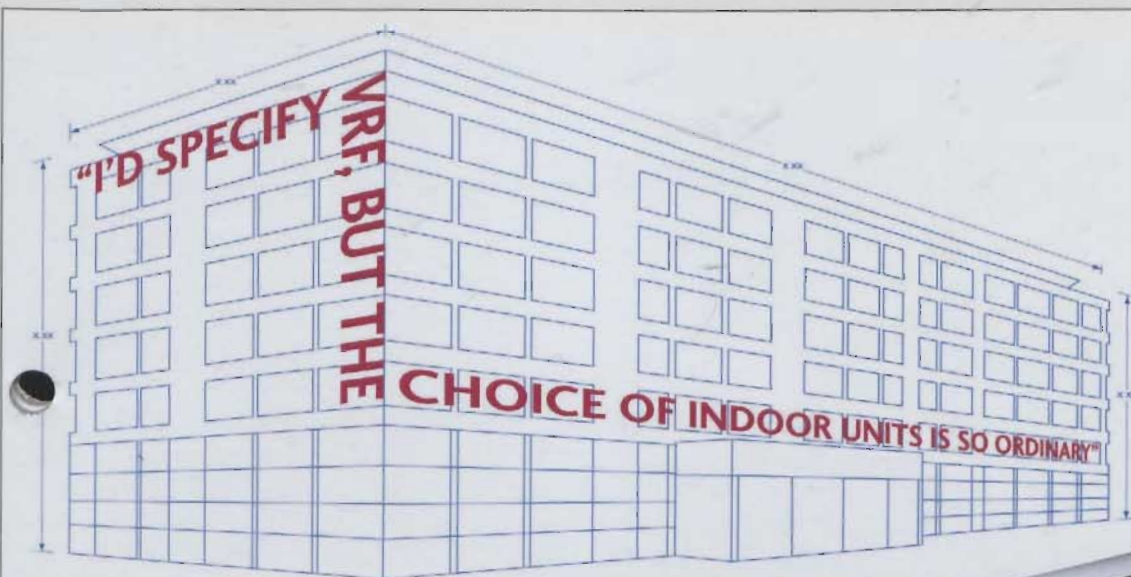
Since the introduction of the EuroSmart Control System at Plan Expo in November 2005 — where it won an accreditation in the Best Sustainable Product section — it has become the number one choice for Eurotech Under Floor Heating Ltd, one of Ireland's largest underfloor heating companies.

The brainchild of Eurotech's Managing Director Gerard Duffy, the EuroSmart control system combines intelligence and functionality. It is 100% user-friendly and caters for the widest range of heat sources of any control system in its field.

EuroSmart has the ability to learn the right time to switch on the heat to ensure that each room is at the temperature required. A discreet wall-mounted SmartSensor can be installed in every room, thereby allowing unlimited control of each room within the heating system. The EuroSmart system also works to optimise domestic hot water, holding off the heating cycle to allow the boiler/heat pump pay full attention to hot water production.

The EuroSmart package comes complete with easy-to-follow wiring diagrams which are designed in such a way to minimise materials and labour. The package also includes the complete programming of the system to the user's exact requirements along with a full demonstration once the system is installed.

Contact: Gerard Duffy, Eurotech Under Floor Heating. Tel: 042 - 974 9479; email: [info@eurotech-heating.com](mailto:info@eurotech-heating.com)



2000-2005  
Global No.1

## ...YOU SHOULD TALK TO THE GLOBAL No.1

VRF is, without doubt, a highly sophisticated means of air conditioning, but matching that sophistication in terms of visual style in an indoor unit can prove difficult - unless you specify one of our Multi V VRF systems.

Because when you do, you can also specify our Art Cool series of indoor units and the incredibly stylish range of

### **MULTI V** (VRF)

Available as either two pipe - Plus, running from 5hp to 40hp - or three pipe - Sync, running from 10hp to 40hp and featuring a highly efficient energy recovery system.

sizes, colours and finishes it offers - including the option to personalise them with bespoke graphics.

All the energy efficiency, flexibility and ease of installation of Multi V with the aesthetics of the Art Cool range - it's a unique combination you really should talk to us about.

### **ART COOL**

The perfect blend of form and function - there are no indoor units quite like them.



Life's Good  **LG** Air Conditioning

[www.lgaircon.co.uk](http://www.lgaircon.co.uk)

+44 1753 876 772



## trade news + product information

### btu at portmarnock

Portmarnock Golf Club got the better of most BTU golfers during the outing to the seaside course last month. The weather was fantastic, despite the stong breeze, and the course was in magnificent condition. Unfortunately, most members showed it too much respect with the result that they came off having lost the challenge.



Graham Fay Winner, Class 1 with Mark Grimes, Fläkt Woods (Ire), Sponsor and Michael Morrissey, Captain

That said, it was an excellent day with the meal, presentation of prizes and hospitality of Flaktwoods, sponsors for the day, being of the highest standard. Winners were as follows:—

**Overall Winner:** Winner — Robert Kenny (34 pts). **Class 1 (1 to 12):** Winner — Graham Fay (33 pts); Second — Tony O'Reilly (32 pts); Third — Sean Smith (29 pts). **Class 2 (13 to 15):** Winner — Henry Bolger (32 pts); Second — John White (32 pts); Third — Kieran Ryan (31 pts). **Class 3 (16 to 28):** Winner — Shemas Kieran (33 pts); Second — Tony Gillan (32 pts); Third — Bernie Costelloe (32 pts). **Front 9:** Winner — Barry Hennessy (18 pts). **Back 9:** Winner — Sean Brady (18 pts).

### cibse golf outing — book now!

This year's CIBSE annual golf outing will be held in the Hermitage Golf Club on Friday, 8 September, 2006. The date is similar to last year when a great day was enjoyed by all who participated.

Once again organiser Colin Murphy anticipates a full time-sheet on the day so early booking is advised. Full details of the day, format etc will be issued in due course.

Cost for golf and dinner per 4-person team is €750. Cost for golf only is €550 per team. Forms will be issued during July.

Contact: Colin Murphy, Homan O'Brien Associates. email: [colin.murphy@homanobrien.ie](mailto:colin.murphy@homanobrien.ie)

### imperial bathrooms wall tile collection

Imperial Bathrooms has introduced a new range of antique crackle-glaze wall tiles, featuring an additional clear glaze that provides a protective seal to guard against staining and colour discolouration.

Managing Director Antonio Garrido explains: "Imperial Bathrooms' products are all about opulence and distinction. This new range combines period styling with modern quality to create a customised and exclusive bathroom solution." In order to replicate an authentic hand-made appearance, each tile features irregular edges and an elegant lustrous surface for a distinctive, iridescent effect that is reminiscent of the turn-of-the-century look.

The collection is available in two sizes — 13cm x 13cm and 6.5cm x 13 cm — and a choice of colours. Additional detail may be created using an extensive choice of complementary dado tiles, capping strips and glass mosaic tiles.

Contact: Antonio Garrido, Imperial Bathrooms. Tel: 0044 870 60 61 623; [www.imperial-bathrooms.com](http://www.imperial-bathrooms.com)



The new range of antique crackle-glaze wall tiles available from Imperial Bathrooms



## trade news + product information

## preventing hot water scalds

According to Honeywell, the problem of scalding water has become more acute recently because, to prevent risks from Legionella, hot water must be stored at a temperature of at least 60°C and distributed at 50°C minimum. This is dangerously hot for users so Honeywell has devised fail-safe mixing controls for use at the outlet to prevent scalding.

Valves certified to Buildcert TMV3, such as Honeywell TM200VP, should be fitted in healthcare premises while valves to the domestic TMV2 standard, such as Honeywell TM300, are acceptable for most other premises. It is also imperative to carry out a risk assessment to determine if the facilities are used by vulnerable people, such as the elderly, young children or the mentally or physically disabled. If so, TMV3 valves should be installed to provide the maximum safety level.



Honeywell thermostatic mixing valves employ a highly-sensitive wax element which controls the hot and cold water inlets to provide a safe uniform temperature. They also ensure safety by cutting off the hot water inlet automatically if the cold supply fails. They are designed for convenient "under-basin" and "under-bath" installation. A lockable safety cap displays the temperature set point and prevents unauthorised adjustment.

Contact: Honeywell Water Control Products. Tel: 0044 1344 656000;  
email: [water.control@honeywell.com](mailto:water.control@honeywell.com)

## FRESH AIR, COOLING and HEATING

## The new low energy fancoil replacement

Swegon's new comfort module PARASOL creates a superb indoor climate *without fans, drainage and filters* using condensate free cooling in one modular and versatile unit.

The new PARASOL comfort module is fitted with ADC<sup>®</sup> (Anti Draught Control), Swegon's own unique comfort system for easy regulation of the distribution of air and avoids draughts by suitably directing the air flows.

A low energy, quiet and draught free alternative to the fan coil systems on the market today.

Visit our website and read more about PARASOL and other products for an excellent indoor climate.

**Swegon PARASOL™**



Swegon manufactures products and system solutions to provide healthy indoor climates. Products are manufactured in three advanced factories in Sweden. Swegon is represented in Ireland by Crystal Air Ltd in the Leinster region and by Comfort Cooling Ltd in the Munster region.

[www.swegon.co.uk](http://www.swegon.co.uk)



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Unit 3, Butterstream Business Park,  
Clane, Co Kildare.  
Tel: 045 - 893228. Fax: 045 - 893229.  
E-mail: [info@crystalair.ie](mailto:info@crystalair.ie)  
[www.crystalair.ie](http://www.crystalair.ie)

**Swegon**  
ENERGIZING INDOOR CLIMATE



# wireless...



You hardly have to lift a finger, let alone a floorboard to fit CM Zone. With no effort, upheaval, plumbing, cabling, drilling or fuss, CM Zone provides precise, room by room temperature control...

## Honeywell

WITH THE **NEW** CM ZONE...

## trade news + product information

### geothermal climate systems from unipipe

Unipipe has long since championed the use of sustainable energy sources and, now that the marketplace has come of age, finds itself to the forefront in promoting and advocating the use of such technology.



Nibe ground-source heat pumps from Unipipe can reduce heating and hot water consumption by as much as 75%.

It has an impressive portfolio of world-leading brands, the Nibe brine/water heat pump range being a typical example. Nibe produces 15 different types of heat pumps, from 5kW to 40kW and, by using a cascade connection, it is possible to achieve an output of 360kW.

Paul O'Donnell of Unipipe says that using a Nibe heat pump can reduce energy consumption for heating and hot water by 75% when compared with a heating system using fossil fuels.

Apart from the scope of applications catered for, Unipipe also provides full site survey, design advice, product selection guidance, installation supervision and final commissioning.

Contact: Paul O'Donnell, Unipipe. Tel: 01 - 286 4888; email: [info@unipipe.ie](mailto:info@unipipe.ie)

### swegon enters irish ac market

Swegon, an amalgamation of two companies — Stifab Farex and PM-Luft — with corporate headquarters in Sweden, has entered the Irish air conditioning market. The company has appointed Kildare-based Crystal Air and Cork-based Comfort Cooling to cover the Leinster and Munster regions respectively.

Swegon manufactures a range of premium products to create comfortable temperatures and air flows within buildings, without disturbing the oxygen balance and energy content in the air.

Contact: Domnick Ward, Crystal Air. Tel: 045 - 893 228; email: [domnick@crystalair.ie](mailto:domnick@crystalair.ie).  
Tom O'Leary, Comfort Cooling. Tel: 021 - 484 7200; email: [sales@comfortcooling.ie](mailto:sales@comfortcooling.ie)



Pictured at the signing of the agency agreements are: Hannah Finning, Sales Manager, Swegon UK; Tom O'Leary, Managing Director, Comfort Cooling Ltd; Domnick Ward, Director, Crystal Air Ltd; and Trevor Young, Managing Director, Swegon UK.



## trade news + product information

### itt lowara — a complete package for building services

ITT Lowara has developed a comprehensive package of products and services designed specifically for the residential and commercial sector. Whether it has to do with water supply, heating, air conditioning, wastewater treatment or irrigation systems, ITT Lowara has a solution.



The package includes the Building Services System Manual, a complete guide to every subject, from the different types of systems available to the sizing of each single element. It offers numerous suggestions, including tips on what NOT to do. A key benefit is that it allows the system designer define not just the pumps and booster sets

required, but all the related aspects of the system. Energy savings and system efficiency can now be added while uncertainties and delays have been eliminated.

The guide is divided into chapters containing clear and exhaustive instructions on each topic, starting from the theoretical project up to the Lowara range best suited to each particular requirement.

Contact: Terry Murray, Lowara Ireland. Tel: 01 - 452 0266;  
email: sales-irl@lowara.ittind.com

### edpac to distribute lennox

As we went to press *bs news* learned that Lennox had appointed Edpac of Carrigaline, Co Cork, distributors for all of Ireland. The intention is to further strengthen market penetration of the Lennox brand and to capitalise on the gains made over the last couple of years. Continuity is assured as Pat Byrne, who has long been associated with Lennox, will now be working with Edpac in a similar role.

Noel Lynch of Edpac said that this is a significant development for Edpac as it considerably strengthens their portfolio with an extensive, complementary, product range. Brian Houghton of Lennox is equally enthusiastic about the appointment as it now means additional resources are available to service and support the brand throughout the entire country.

Contact: Pat Byrne, Edpac.  
Tel: 087 984 7696.



## ...effortless



... And CM Zone doesn't just save the installer energy. By heating rooms selectively and taking advantage of "external" heat sources, CM Zone offers significant energy savings very quickly paying for itself.

## Honeywell

**...YOU HARDLY HAVE TO LIFT  
A FINGER FOR EFFORTLESS,  
WIRELESS CONTROL**



## trade news + product information

### consolidated releases dab active 06

Consolidated Pumps has just unveiled the new DAB Active 06 automatic booster pump range. The DAB Active concept was first introduced two years ago and this latest range includes modifications and improvements which further reinforce the key features of quality, reliability, ease of installation and competitive pricing.

The core of the Active system is a dual control device featuring an electronic circuit which picks up and processes water pressure and flow data, thereby allowing the pump to work in ideal conditions at all times.

Even with a minimum water draw by the user, it starts the pump after system pressure has dropped to the set value, adjustable by the user (1.5 to 2.5 bar). In the event of system leaks, dripping, overflows or small water draws, the Active system limits the number of pump starts.

Additional benefits of the Active concept is that hammering is eliminated, it prevents the pump from running dry, and it requires no adjustment or maintenance.

Contact: Roy Tolan, Consolidated Pumps. Tel: 01 - 459 3471; email: [info@consolidatedpumps.com](mailto:info@consolidatedpumps.com)



The new DAB Active 06 J1



Dolores Rogers, Operations Manager, AECI

### aeci appoints operations manager

Dolores Rogers has been appointed Operations Manager of the Association of Electrical Contractors of Ireland (AECI). She previously worked for Tesco in marketing and has extensive experience in the areas of human resources, personnel management, legislation and compliance, and employee relations.

Dolores also has a direct link to electrical contracting, having been involved in the running of a contracting business for many years. Her understanding of European legislation, and especially how it applies to the running of a business in Ireland, is also an invaluable asset which will undoubtedly benefit AECI members.

Contact: Dolores Rogers, Operations Manager, AECI. Tel: 01 - 288 5869; email: [aeci@indigo.ie](mailto:aeci@indigo.ie)

### artcool — innovative both inside & out

LG's Art Cool is now available in an extended range of colours and finishes, ranging from subdued pastels to naturals through to striking shades of blue and red. Moreover, the units also give a very high level of environmental control for both comfort cooling and even heating, when an inverter is employed.

"Art Cool has all-round appeal", says Austin McDermot of Core Air Conditioning. "There is ease of installation required by contractors; clear information and total solutions for consultants; cost-efficiency and control for property managers; and technical support and advice for all."

Apart from unique aesthetics, Art Cool is equally innovative technically. Features include Jet Cool which can lower temperatures to 18°C in less than 30 minutes; Nano plasma air purifying system; Four-way auto swing for a four-way pattern of air distribution; Self diagnostic programme; and heat exchanger surfaces coated with anti-corrosive gold finish which are more durable than anodised ones.

Contact: Austin McDermot, Core Air Conditioning. Tel: 01 - 409 8912; email: [info@coreac.com](mailto:info@coreac.com)







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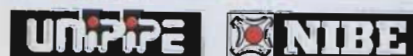
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## Do it once.... Do it right!



# Launch of Alpha Boilers in Ireland

Declan Kissane and his business partner, Peter Lynskey, need little introduction when it comes to the Irish heating and plumbing industry. Having both spent over 25 years each in the business they set up their own company, Unitherm Heating Systems Ltd, just over 18 months ago. In the short space of time since then it has become one of the leading and progressive companies in the design and supply of quality underfloor heating systems in Ireland.

To complement its underfloor heating business Unitherm recently focused on renewable energy and high-efficiency products. Extensive market research led them to Alpha-Boilers, the English arm of the Italian boiler manufacturer Immergas, a leading name in the European heating industry. Alpha has a complete and comprehensive range of condensing boilers (SEDBUK Band A) and a smart and innovative solar panel system with drain back.

"We did a lot of research before entering into a joint venture with Alpha Boilers", says Declan. "We were very impressed with Alpha's range of standard efficiency boilers and, in particular, its range of condensing boilers, system boilers and combination boilers which are all renowned for efficiency and reliability.

"We were also impressed with Alpha's commitment to training and back-up support. We discovered Alpha is backed by a wealth of investment, research and development and that it is at the forefront of technological advancement on condensing



Peter Lynskey and Declan Kissane, Alpha Therm Ireland

boilers for both the public and private sector. Alpha operates a total quality system where every unit is tested before it leaves the factory".

Consequently, Declan and Peter have set up a new company called Alpha Therm Ireland Ltd to handle distribution of the the Alpha range of products throughout Ireland. It has offices and warehouse facilities at Peamount Industries, Newcastle, Co Dublin, and offices at City East Business Park, Ballybrit, Co Galway. Using an independent logistics company for deliveries, Alpha Therm Ireland is ideally positioned to offer a fast and efficient service to the whole of Ireland, both North and South.

Alpha Therm Ireland was recently joined by Charles Billings and Martin Evans who again need little introduction to the boiler business in Ireland. Charles, who joins Alpha as Business Development Manager, has sold various brands of boilers over many many years. "I was extremely impressed and very excited with the complete range of Alpha boilers" says Charles. Martin, who joined Alpha as Technical Sales Manager from Vokera, claims the Alpha boilers are the most installer- friendly and most reliable he has witnessed. "It

is obvious Alpha boilers had the installer, service engineers and end users in mind when they developed their range of boilers," says Martin.

Alpha Therm Ireland has put considerable investment into a fully-equipped Mobile Training Unit which will be taken to various locations all over Ireland during the coming months. "Training, particularly on the condensing boilers, is of paramount importance to us as we feel proper training eliminates a lot of expensive call outs in the future. Indeed, Alpha boilers were recently short-listed in the prestigious H & V Awards Training Initiative category in London", says Declan. "We already have a comprehensive list of independent service engineers throughout Ireland and expect to add many more trained engineers over the coming months.

"The medium-term outlook for the residential property market remains favourable and therefore the demand for housing is expected to continue to be buoyant over the next few years. Although the gas boiler market is extremely competitive, we expect that the quality and reliability of our products will enable us to find a sustainable niche in the Irish market, both North and South. That process has already begun. Just recently a number of Alpha boilers were approved by the Northern Ireland Housing Executive and the Phoenix Gas approved boiler list", concludes Declan.

Contact: Alpha Therm Ireland.  
Declan Kissane, Tel: 086 833 0062;  
Peter Lynskey, Tel: 086 833 0051;  
Charles Billings, Tel: 086 8256687; or  
Martin Evans, Tel: 086 854 5764.





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# face to face

## AECI

While many bemoan the problems which currently beset electrical contracting, the Association of Electrical Contractors of Ireland (AECI) is tackling the challenge head on. Rather than focus on the negatives, it has devised a carefully-planned strategy which is clearly focussed on problem-solving and delivering solutions. It is an ambitious plan but one which — considering the enthusiasm and commitment of the Executive Council members — has every chance of success.



John McGuinness, TD

This was especially evident during the recent *bs news* Face to Face encounter with President Dermot McClannon, Honorary Secretary Michael Mangan and Honorary Treasurer Denis Judge. What was equally apparent is that this new initiative is a collective mind-set. While driven by the Executive Council, it is very much supported by the membership at large, particularly through the active participation and support at regional Branch level.

"That said", concedes President Dermot McClannon, "it is not all plain sailing. Of course there are implications for our members and there are some who do not entirely agree with the strategy we have adopted. However, it is up to us to explain and quantify the likely benefits if we succeed, and to point out the consequences should we fail. This we are in the process of doing at the moment".



Delegates visiting one of the 56 stands at the Trade Show

Denis Judge is quick to pick up on this point. "It really is a win win situation for our members, and also non-members who choose to join the Association. For an annual membership fee of €300 electrical contractors can save in the region of €1000 per annum. This is possible because of the strategic partnerships we have forged with affiliated services providers on insurance, health and safety, estimating, etc. AECI members can avail of reduced rates across all of these services."

"Not that it's all about immediate cash savings", says Michael Mangan. "Of course these are a bonus but the core objective of our new strategy is to re-establish the professionalism and credibility of electrical contracting. In doing so we will also secure its future as an integral part of the construction process, and of course the future stability and growth of electrical contracting firms."



Kevin Kelly with Ivan Hammond, Dermot McClannon and David McGloughlin

When *bs news* met with Dermot, Michael and Denis they were on a high following the most successful ever AECI Annual Conference & Trade Show. Held in Kilkenny, it was the 45th consecutive annual conference, which in itself says a great deal about the staying power, credibility and strength of the AECI. The fact that 56 leading product suppliers participated in the trade show endorses this standing. Indeed, the AECI trade show is now the only, all-industry exhibition serving the electrical contracting sector.

Delegates travelled from all corners of Ireland to attend and participate in both the business and social calendar. As always, the golf was a major attraction but even greater numbers attended the seminar programme and visited the trade show. In all something like 700 people participated in some way over the course of the weekend.



## AECI

"Not that it's all about immediate cash savings. Of course these are a bonus but the core objective of our new strategy is to re-establish the professionalism and credibility of electrical contracting. In doing so we will also secure its future as an integral part of the construction process, and of course the future stability and growth of electrical contracting firms."



Michael Moran receiving a special presentation from Dermot McClannon

A unique feature of the AECI Conference & Trade Show format is the facility it affords to identify and discuss critical issues on an informal basis. This is particularly important when canvassing the views of the grassroots membership, many of whom are reluctant to speak in front of an audience in an auditorium or theatre.

Such is the state of concern for electrical contracting at the moment that there was no shortage of opinions or suggestions. In the main, there is consensus on the core problem areas, and on the action which must be taken to tackle them.

Non-compliance is perhaps the biggest challenge facing *bona fide* electrical contractors at present. It is virtually impossible for an AECI member to win an open tender process in the face of other operatives who ignore their statutory obligations in respect of pension contributions, health and safety issues, holiday and travel time allowances, and even the basic pay rates. Non-compliance within the sector is putting legitimate electrical contractors out of business.

This is particularly disturbing when it happens, as it does frequently, with Government projects. However, as part of

its new strategy the AECI has already made representation on the matter to Government Ministers — including the Office of the Taoiseach — and intends to pursue it more vigorously in the coming months.

Other proposals on the agenda include site inspections and certification at first-fix and second-fix stages; flagging proposed developments with RECI when developers make their initial application for service to the ESB; a Grade system as opposed to "years completed" for apprenticeships; and a renewable annual ID card for apprentices and operatives which would contain all relevant details.

Like we said at the outset, the AECI has embarked on an ambitious programme of activities and the foregoing illustrates just how ambitious that programme is. It is not just about furthering the interests of its own members, but electrical contracting in general. Therefore, all electrical contractors will benefit, irrespective of whether they are AECI members or not.

However, ultimately it is end-users who will benefit most, be they individual householders, hotel operators, retailers, or the occupiers of commercial buildings.





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\*2 Setpoint and temperatures are configurable





## Calorifires & Heat Exchangers

### Copper Tube the Perfect Material

Copper tubes are generally used in buildings for the following services:—

- Domestic hot and cold water supplies under pressure, usually up to mains pressure (typically 60psi or 4bar or maybe up to 10bar) or head pressure from a storage tank;
- Sanitary waste water drainage;
- Wet central heating systems (with radiators/convectors);
- Underfloor heating;
- Gas services for heating and cooking;
- Oil services for heating;
- Chilled water and refrigeration;
- Fire sprinkler systems;
- Air conditioning;
- Steam;
- Medical gases;
- Pneumatics;
- Hydraulics;
- Waste water.

These various applications impose as many stresses on the tubes as the different conditions of use. The key considerations are:—

- Wide variations of pressure;
- Expansion/contraction phenomenon due to temperature variation;
- Chemical attack due to external materials or the characteristics of internal fluids;
- Stresses imposed on the tubes during

installation (or manufacture).

It is therefore important to know details of the environment to which the pipework will be exposed, and also the stresses to which it will be subjected in order to assess the behaviour of the tubes. Either way copper tube is the perfect solution.

Copper is highly resistant to corrosion by most traditional building materials such as brick, plaster or concrete based on Portland cement. However, it should not be allowed to come into contact with acid plasters, acid cements or coke breeze.

Except for underfloor heating systems, the installation of copper tubes or fittings within solid walls or floors is not recommended, unless they can be readily exposed. Alternatively, they may be installed in a sleeve or duct where they may be readily removed or replaced.

Any tubes passing through solid walls (by the shortest route) must be sleeved.

Unprotected copper pipes should not be laid in screeds containing ammoniacal foaming agents, nor allowed to come into contact with cleaning fluids which may contain ammonia or its derivatives.

Copper also has high corrosion resistance to attack by soils, but again there are well-known conditions that are aggressive to all metals, even to copper. These include "made-up" ground containing wet ashes or clinker, poorly drained sites with a high chloride or sulphate content; or wet soils containing decaying vegetable matter or indigenous fertilisers.

Furthermore, the laying of underground services in contact with contaminating materials such as foul soils, or passing through any sewer, drain or cesspit is prohibited. Underground services should be installed using thick walled copper tube, (formerly designated Table Y) and all the fittings should be immune or resistant to dezincification. Any compression fittings should be of the manipulative type to BS EN 1254: Part 2, Type B.

Unless the building materials or soil are known to be non-aggressive to copper, it is advisable to use factory-supplied-plastic-coated copper tube, or to protect the tubes and fittings by means of a suitable waterproof wrapping.

The primary reasons why copper has dominated the market for the past 40 years can be summarised as follows. It is: -



- Tried, tested and proven;
- Versatile;
- Long-lasting;
- Healthy and safe;
- Good value for money;
- Recyclable;
- Resists heat, corrosion, pressure and fire;
- Non-permeable;
- Excellent support.

Moreover, research has also concluded that copper pipes reduce the risk of Legionnaires' disease.

According to a study undertaken by KIWA, the Dutch water quality research Institute, copper pipes reduce the growth and spread of the bacteria responsible for Legionnaires' disease.

Legionella concentration in water conveyed by copper pipes was found to be 90% less than in cross-linked polyethylene pipes, one of the most commonly-used types of plastic piping in plumbing.

Contact: Conor Lennon, Irish Metal Industries (IMI).  
Tel: 01 - 295 2344;  
email: conor.lennon@irish-metalindustries.com





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## Calorifires & Heat Exchangers

### HeatMaster Combined Water Heaters & Boilers

The ACV HeatMaster from C & F Quadrant is a high-performance, direct-fired, hot water storage heater which has indirect heat transfer due to its tank-in-tank construction. Ideal for use both as a combined boiler and water heater, or as a stand-alone water heater, it is capable of operating at very high temperatures and with highly-corrosive water.

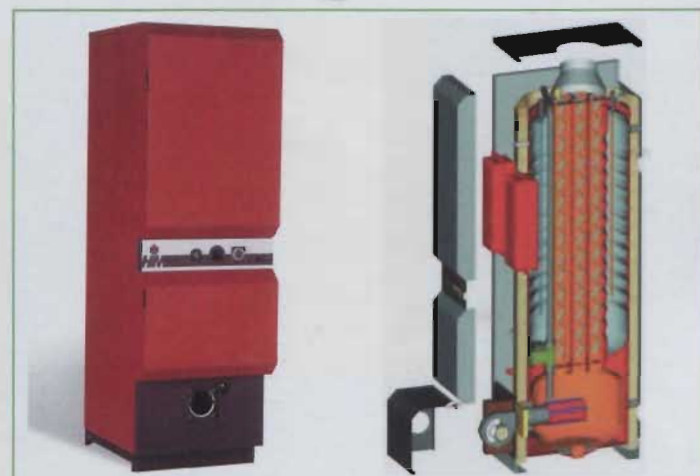
water around the tank, heating it faster and maintaining an even temperature across the primary jacket. The burner fires on to the primary water which indirectly heats the stainless steel cylinder containing the DHW. As with all tank-in-tanks, this is corrugated over its full length and suspended in the HeatMaster by its hot and cold water connections.

At the heart of the HeatMaster is a stainless steel cylinder through which the flue tubes pass. This is surrounded by a mild steel shell containing the primary water (neutral fluid). The outer shell extends down to the combustion chamber and even around the flue tubes. The area of the heat transfer surface is therefore much greater than that of standard direct-fired water heaters.

A circulating pump fitted to the primary circuit moves the

Key benefits of the Heatmaster concept are:—

- Limescale build up is prevented because the cylinder expands and contracts during use and cold water does not come into contact with the intense heat of the burner flame;
- There is no need for sacrificial anodes because of the scale-resistant features and the corrosion-resistance of stainless steel;



ACV combined boilers and water heaters — image shows the Heatmaster 70 - 100 exterior and cut-away interior

- Because it heats the DHW with a primary circuit, this primary water can be used to provide central heating as well;
  - Most hot water and heating demands can be met simply by connecting two, three, four or more HeatMasters together in a module;
  - When used in conjunction with HR and Jumbo hot water storage tanks, the HeatMaster can supply even the largest hot water requirement;
  - The combustion efficiency of the HeatMaster is 92%. This high figure is due to its water-cooled, closed, combustion chamber;
  - HeatMaster is able to provide domestic hot water at temperatures as high as 90°C;
  - Since the total volume of water is stored at more than 60°C, there is no possibility of legionella bacteria growing within the appliance;
  - Room-sealed operation (no chimney).
- This type of operation is possible due to the use of a sealed combustion chamber and an exterior air supply. It is necessary to ensure that the installation conforms to the relevant regulations applicable.
- The reliability of ACV steel boilers needs no proving. It is not uncommon to find 30-year old ACV boilers still operating. Additionally, they are almost the only cylinders which can be considered to be auto-descaling.
- Contact: Michael Melligan,  
C & F Quadrant.  
Tel: 01 - 630 5757;  
email: sales@cfquadrant.ie



The ACV HeatMaster range available from C & F Quadrant



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## Calorifiers & Heat Exchangers

### Innovative State Commercial Water Heaters

Since introducing the first ever self-cleaning water heater nearly 30 years ago, State has continuously re-engineered the design and added new models to meet an even broader range of applications. The original Sandblaster turbo-force ring saved customers money on water heating costs and premature water replacements by constantly stirring water in the tank.

Now the technology has been re-engineered and advanced to the next level with the introduction of State's Hydro Cannon. This innovative cold water inlet works like a jet engine, blasting incoming cold water into the tank under pressure and then using venturi action to recirculate and enhance the level of self-cleaning action.

This new technology is now incorporated into the latest range of SCE/SCT industrial gas-fired storage water heaters which are designed to provide large volumes of hot water for light commercial applications. The units are equipped with a high-efficient burner and baffle design that insures fast recovery times and economical hot water production.

The different models offer storage capacities from 265 litres to 355 litres with heat

inputs up to 27kW. Standard features include multi-port stainless burner; electronic spark of piezo ignition; control and high-limit thermostats; thermal reflux safety flue system; electrolytic protection - magnesium anode; CFC-free foam insulation; clean out inspection port; LPG conversion kit; suitable for vented (open) and unvented (sealed) systems.

Optional accessories include unvented system kit; temperature and pressure relief valve; solenoid control kit; and powered anodes.

Also new is the SDV range of balanced flue commercial water heaters. These are sealed combustion units that draw all primary air and secondary air from outside



State SIT range of commercial indirect storage tank from Hevac for installation with a variety of heat sources

the building. They are a cost-effective solution for applications where conventional flue systems are not possible or practical. Storage capacities are from 253 litres to 309 litres with heating inputs from 32kW to 128kW.

Standard features include high efficiency +90%; vertical or horizontal flue kit; flues up to seven metres in length; stainless steel burners; fully automatic spark ignition; multiple thermostat system — control, high limit and ECO; frost protection control - magnesium anodes; CFC-free foam insulation; dual clean out inspection ports; fixed steel base for easy installation; LPG conversion kit; suitable for vented (open) and unvented (sealed) systems.

Optional accessories include flue extension material; time clock control; external on/off; unvented system kit; powered anodes; temperature and pressure relief valve.

Another addition is the SIT range of commercial indirect storage tanks which are suitable for installations with a variety of heat sources. These units are manufactured with heavy gauge steel and protected from corrosion by an advanced glass lining process. Storage capacities range up to 1007 litres with



State SCE/SCT industrial gas-fired storage water heater from Hevac for light commercial applications

heating outputs from 46kW to 145kW.

Finally, there is the SID range of dual coil indirect storage tanks designed for installations with solar and other heat-recovery systems. These units are also manufactured from heavy gauge steel and protected from corrosion by an advanced glass lining process. The range includes a selection of six models with capacities from 289 litres to 1007 litres.

Contact: Karl Carrick, Hevac.  
Tel: 01 - 419 1919;  
email: karlc@hevac.ie



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HeatMaster

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With ACV BG 200-S premix gas burner

**HM 60 N / 70 N / 100 N**

With ACV BM 101 oil burner

**HM 150 JUMBO**

With ACV BM 151 oil burner





## Calorifiers & Heat Exchangers

### Heatrae Sadia Invests in the 'Perfect Cylinder'

As one of Europe's leading water heating companies, Heatrae Sadia has completed a €8 million, two year investment programme to create what the company believes is "the perfect cylinder". As part of the investment, a unique €3 million state-of-the-art piece of automated plant has been commissioned at the company's factory in Norwich. Utilising renowned German technology, the equipment has the ability to create what the company believes is the "perfect cylinder" for its Megaflo HE and PremierPlus unvented water storage systems — with flawless welding, an extremely precise cylindrical shape and exact, smooth-cut edges.

An unvented storage water heater is fed directly from the cold water mains, ensuring a powerful, consistent flow of water at high pressure to all taps and showers, without a significant loss of performance if more than one tap is used simultaneously.

Large unvented systems are proving the ideal solution for domestic and commercial premises where a number of sinks and/or showers are in use simultaneously. In fact, research by the WMA (Water Heating Manufacturers Association) and MODUS (Manufacturers of Domestic Unvented Systems) suggests that the demand for this type of system increased by 30% during 2003 and this growth is continuing year on year since.

As unvented systems are fed with mains pressure water, it is vital that the storage cylinder is extremely strong, durable and corrosion resistant.

Heatrae Sadia manufactures its Megaflo HE and PremierPlus cylinders from high-grade stainless steel, having pioneered the use of this material over a decade ago. Since then the market has recognised stainless steels benefits — namely excellent corrosion resistance, tolerance of high flow rates, strength, relatively lightweight, ease of fabrication and excellent durability — and it has become the preferred material for unvented cylinders.

The materials' excellent resistance to corrosion eliminates the need for a sacrificial anode. Inferior grades of stainless and glass-lined steel require an anode to achieve a degree of corrosion resistance. Anodes need to be inspected annually to check if they are still providing corrosion protection or need replacing.

Megaflo HE is the UK's market leading unvented storage water heating system, and its cylinder is manufactured from Duplex stainless steel. Its structure has a very high resistance to stress corrosion cracking and increased resistance to fatigue, erosion and chloride ion attack, which are enhanced qualities over normal grade stainless steel.

Heatrae Sadia has always been synonymous with high quality, durable, premium products and brands. Heatrae Sadia's ability to closely monitor and control production has also been significantly enhanced.

For longer life, Megaflo He's Duplex stainless steel cylinder also undergoes comprehensive post-weld treatments. Enhancements to this post-weld facility formed part of the investment programme and Heatrae Sadia believes no other manufacturer can match that technology.

Heatrae Sadia has developed the large unvented market through a combination of innovation, the use of quality stainless steel and in-depth customer support. The company's investment in a "perfect cylinder" for its Megaflo HE and PremierPlus large unvented systems will

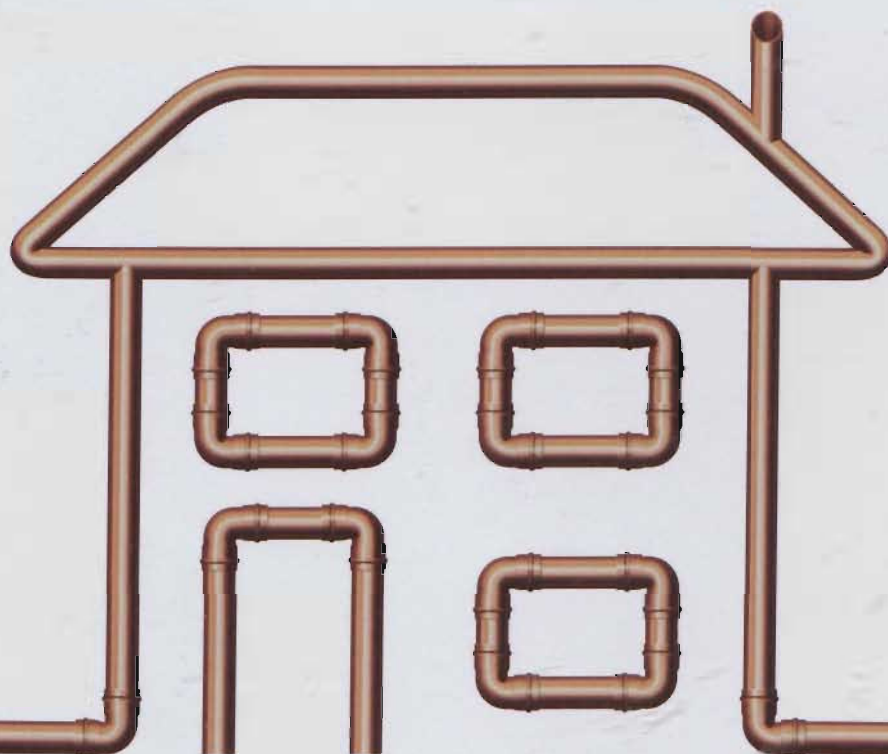
help to ensure the Heatrae Sadia and Santon brands continue to be seen as the first choice for commercial water heating — leading through innovation, performance, reliability and energy efficiency.

Potterton Myson Ireland are proud to be associated with such quality as it reflects its own company ethos.

Watch out for the new solar energy-friendly unvented cylinders later this summer. Heatrae has a tradition of developing a full range of water heating and cooling products and one of the most recent developments is the wipe-clean stainless steel, Supreme water boiler as shown on page 23.

Contact: Sales Office,  
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Tel: 01 - 459 0870;  
email:  
post@potterton-myson.ie



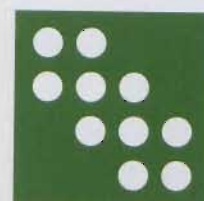


## ➔ IRISH METAL INDUSTRIES: TUBE WITH BUILT IN QUALITY

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You can rely on Irish Metal Industries tube – so ask for it by name.



**Irish Metal  
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# Changing Gear? ... Ideal Standard Already Has!

Changing Gear was the theme of a lavish presentation held recently by Ideal Standard to mark the introduction of its revised product offering and rejuvenated sales, marketing and logistics strategy.

The occasion saw something like 2000 people file through a specially-constructed dome over a three-day period, with everyone from architects through to installers and merchant stockists being overawed by the scale and comprehensive nature of the displays.

The event unveiled over fifty new products, including collaborations from Ideal Standard art director Marc Sadler and award-winning Italian designer Franco Bertoli featuring innovative styles and cutting edge designs. The vast array of products demonstrated the company's commitment to providing the complete bathroom, from sanitary ware and furniture through to shower enclosures and brassware.

These major developments provide a platform, not only to demonstrate to customers the new products available, but also to communicate the added support provided by Ideal Standard, including display offers and after sale service.

However, addressing the portfolio content was but one challenge. Ideal Standard also recognised that the manner in which product was being presented and delivered to the marketplace was equally in need of review, resulting in the streamlining of the distribution network which means that orders will arrive complete, on time and in full.

"These developments are of huge significance for our customers in Ireland" says Sheila Kilbride, Ideal Standard's Business Leader in Ireland. "This is a very exciting time for us at Ideal Standard and we are very confident that the changes we have made will enhance our ability to aggressively tackle all market sectors from a sales and marketing perspective".







Sheila Kilbride, Ideal Standard with Colm Doherty (left) and John Raleigh, both of Ennelbrook Engineering



Brian Molloy, Ideal Standard with Paul King, architect and Ange O'Brien, owner, Douglas Waterco



Sheila Kilbride and Brian Molloy, Ideal Standard with Maeve Philips and John O'Dwyer, Burke-Kennedy Doyle (BKD Architects)



John Murphy, Ideal Standard and Padraig Hyde, Reddy O'Riordan Staehli Architects





# Ireland's Energy Import Dependency now 90%

While the announcement at the recent Energy Show 2006 that Ireland's energy import dependency increased to 90% in 2005, some hope can be taken from the fact that approximately 3000 people attended the show seeking solutions to this problem. Another plus factor was the 890 delegates who attended the seminars, again looking for alternatives to our dependency on imported fuels.

These figures, compiled annually by SEI to monitor Ireland's Energy Balance, also contained other positive pointers. For instance, electricity generated from wind energy increased by 70% in 2005. The figures also indicate that while economic activity increased by 4.7% in 2005, overall primary energy use has continued its decoupling trend since 2002 with this figure increasing by only 2.4% in 2005.



David Taylor, Chief Executive, SEI, pictured with Noel Dempsey TD, Minister for Communications, Marine and Natural Resources; Kevin Farrelly and Pat O'Shaughnessy, REGGI; and Kevin Collins, Bord Gáis

Opening the Energy Show, Noel Dempsey TD, Minister for Communications, Marine and Natural Resources said: "We have made huge progress in developing Ireland's renewable energy resource, and have made renewable energy accessible to all sectors of the economy, not just through the existing programmes run by SEI but through a suite of new measures that make renewable energy accessible to all. We are launching a new biomass heating and CHP grant aid programme, and a €205 million excise relief programme, coupled with grant aid, for biofuels."

"Most recently, I launched the Renewable Energy Feed in Tariff Programme for renewable electricity. These are major developments which will have a significant impact on the development of a vibrant renewable energy industry in Ireland and will contribute to security of supply, environmental sustainability and competitiveness. This Show is evidence of the ever-increasing appetite and demand for renewable and sustainable energy products and practices and I am heartened by the level of interest in the show," added Minister Dempsey.

According to David Taylor, Chief Executive of SEI, "The interest in this year's Energy Show has been excellent. It is evident that, now more than ever, businesses are keen to adopt robust energy efficiency measures as a means to reducing costs. The Energy Show will empower all businesses to make informed decisions about meeting their energy needs in a suitable manner going forward."

The Energy Show, which is organised by SEI, has seen an unprecedented interest in both its exhibition and seminar programme. It included 140 Irish and international exhibitors with the seminar programme covering all aspects of energy efficiency and renewable energy, including liquid biofuels, renewable heating and energy management.



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# better business

## guide to property purchase via self-administered pension trust

**F**ollowing our introduction to Small Self-Administered Trusts (SSATs) last month, we now outline the step-by-step route to purchasing property via your Pension Trust. At this stage you have bought into the concept, decided on your adviser and pensioner trustee, set up a Trust and had it approved by Revenue.



Brian Culleton, Foresthill Financial Planning.

The next step is to USE IT. One of the big challenges for Trust owners is to make the investment decisions and to invest the assets in their Trusts. It continually disappoints me to hear how many company directors have gone to the trouble and expense of setting up

their Trusts, only to leave them idle with the Trust assets sitting in depreciating cash deposit accounts year after year! If some company directors actually worked out how much investment return they have missed (in both the property and equity markets) in the past two or three years, their eyes would water!

### Step 1 — Initial instruction to Trustee

Some of the main criteria that apply to property investment using Pension Trusts are:

- The person selling the property cannot be connected to you (or to anyone connected to you);
- You, or anyone connected to you, cannot buy or use the property subsequently;
- The scheme must have sufficient liquid investments to meet its liabilities on an ongoing basis;
- Buying and developing a property with a view to its disposal is not allowed;
- Buying property for personal use is not allowed, i.e. holiday homes etc;

Once these criteria are satisfied a scheme can invest in any type of property based anywhere in the world. This can include residential, office and industrial buildings.

The first step is to advise the estate agent or vendor that the contracts must be forwarded to your Pensioner Trustee and the agreed legal representatives. When they have received an instruction, they will then arrange the loan in conjunction with your broker or financial adviser.

### Step 2 — Arranging the loan

Your broker or financial advisor, along with the Pensioner Trustee, will make the loan application on your behalf directly with the lender selected. The main concern is to ensure the smooth processing of the loan and the timely purchase of the property.

- Your loan will be granted on a limited recourse basis. This means that the bank has security over the particular property only, and none over any other of your personal assets or any other assets of the pension scheme;
- Banks are currently offering loans of up to 70% of the purchase price of the property for a term of a maximum of 15 years;
- The balance of the acquisition costs must be made up by pension contributions and/or transfers from existing schemes;
- An arrangement fee of up to 1% of the loan amount may be applied by the bank;
- Interest rates vary in accordance with market



# better business

## guide to property purchase via self-administered pension trust

**Example: Purchase of residential property via your Trust. Residential property €500,000. Expected rent per year €16,800**

Costs	€	Financed by	€
Contract Price	500,000	Loan amount — 70% LTV	350,000
Fit Out	10,000		
Stamp Duty (Residential) 7.5%	37,500		
Legal Fees 1.21%	6,050		
Bank Solicitor fees-estimate	1,000		
Insurance cover estimate	500	Funds required to close	210,050
Initial servicing of loan est.	5,000	(existing and/or new pension contributions)	
	<u>560,050</u>		<u>560,050</u>

rates. It is up to you and your advisor to negotiate the most favourable interest rate with the bank.

When the Loan Offer has issued you will be contacted by the Trustee to approve it.

### Step 3 — Arranging the property insurance

Property insurance must be arranged. With certain Pensioner Trustees the property is already covered as from the date of closing. The insurance is specially designed for trusts. The type of tenant to whom you are renting the property (professional, social welfare, students or commercial) can have a bearing on the insurance contract.

### Step 4 — The Legal process

Your solicitor undertakes the conveyancing of Irish properties. He/she will liaise with the vendor's solicitor, examine the title, have the

contracts signed, draft the title deeds, deal with the bank's solicitor and close the deal. If it is a UK property you will need to appoint a solicitor in the UK. It is desirable if a Tenancy Agreement can be provided as part of the service.

### Step 5 — Management of the property

It is generally best that a professional Property Manager is appointed to manage the property. This will depend on the type of property and on its location. Your Pensioner Trustee can appoint a Property Manager for you, or you may select your own. In certain circumstances you may be able to eliminate costs by managing the property yourself. A Property Management Agreement should be signed by the Property Manager to ensure that he/she is aware of their duties and responsibilities.

Rent is paid to the Property Manager and expenses appropriate to the property are taken from the income. The balance is paid to the property bank account. The agent should provide accounts to your Pensioner Trustee on a yearly basis.

### Value added tax

Some SSATs use Unit Trust structures within the trust to purchase the property. These Unit Trusts may be registered for VAT. This will enable the VAT paid to be reclaimed from the Revenue (or offset against any VAT liability). The Pensioner Trustee can register the property for VAT for you if you wish. However, it is important that an agent or accountant be appointed to handle the VAT returns.

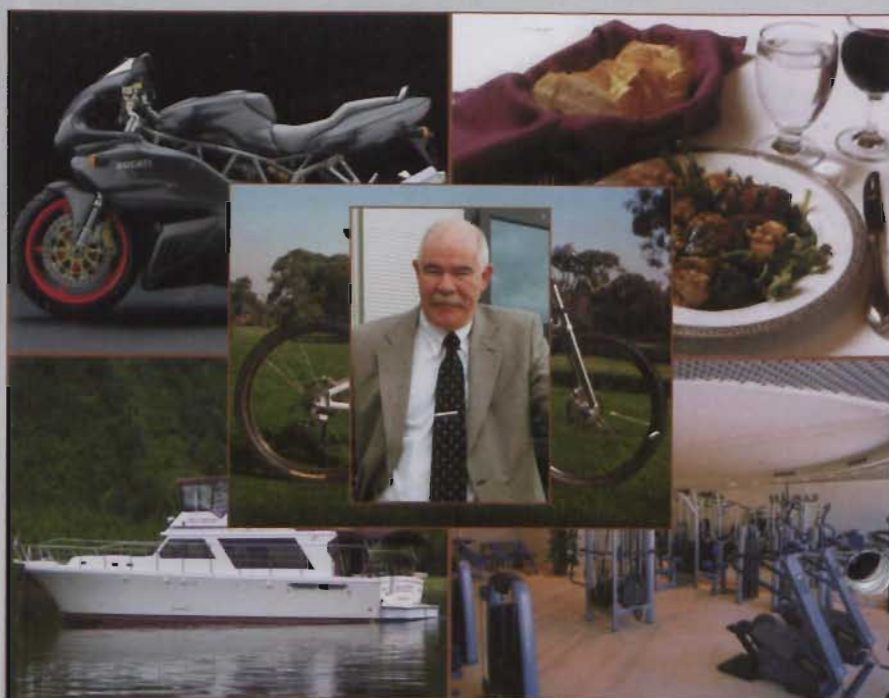
Contact: Brian Culliton,  
Foresthill Financial Planning.  
Tel: 01- 469 3716;  
email: [info@foresthill.ie](mailto:info@foresthill.ie).



# Another Side Of ...

## Austin McDermot

Another Side Of ... invariably focuses on literally just that — a specific other interest of a well-known industry person. However, this month is a little different in that Austin McDermot of Core Air Conditioning has quite a number of other sides.



For instance, he's a keen biker. Being Austin, that takes in all biking forms — mountain biking, endurance biking, and of course motorcycling. Depending on his humour weekends will find him careering up and down the mountains at say The Three Rock. You might catch a glimpse of him on the Bray carriageway heading out towards Kilmacanogue, or perhaps powering back up the hill to The Park in Cabinteely after a three hour stint in the saddle.

He's a little bit more difficult to spot on the motorbike. He does the usual routes frequented by other weekend bikers throughout south county Dublin and down into Wicklow. However, he is not the forty-something type in the flash gear riding the Harley. His kit is the real thing but not flamboyant. Equally so, his bike is a beast of a machine but not decked out with bells and whistles.

Nor is it strictly for occasional riding out at the weekend. Austin uses it regularly during the

week, very often to beat the chaotic traffic in Dublin to get to business and site meetings.

Then there is the boat. Austin has had a boat on the Shannon for years. Up to recently it was commonplace for him to hop on the bike early on a Saturday morning and head out into the west (Athlone actually) where the boat was moored. He'd then potter about there for the rest of the weekend. Now that it is moored in Dun Laoghaire he can even cycle to it.

If all that sounds energetic and frenzied, believe it or not there is more! Austin is in the gym at about 6am five mornings a week. He does spinning classes, weights, and a whole variety of different work-out routines. At times he even avails of the services of a personal trainer.

To crown it all he is no slouch in the kitchen. He regularly serves up three and four-course exotic meals which he enjoys preparing using only fresh and natural ingredients.

So, there you have it ... Another Side(s) of Austin McDermot.



## Grundfos Magna — 'Small in Size, Big in Benefits'

Grundfos Magna pumps are innovative, intelligent circulator pumps designed around a permanent-magnet motor that ensures maximum efficiency, a design pioneered by Grundfos. It has become the pump of choice for specifiers since first introduced in 2001, the additions and innovations added to the range since then proving even more popular. There are now a total of 27 different sizes and models to meet all circulation requirements.

Amazingly adaptable, all Magna models automatically adapt performance to suit demand, thanks to Autoadapt, a unique Grundfos feature linked to the permanent magnet motors. Put simply, Autoadapt is an intelligent regulation function that keeps the pump operating at peak performance and efficiencies. It carries out regular proportional pressure adjustments and automatically sets the pump operating profile to a more efficient performance curve whenever possible.

At start up, a Magna pump operates with a lower differential pressure than other comparable units. As the flow increases, the pump pressure follows the line of the Autoadapt factory setting until the pump operates on the maximum curve, continuing downwards until it reaches the required flow. When the flow is subsequently reduced, the Autoadapt function ensures that the operating profile does not simply return to the original curve, it sets a new lower pump speed that results in even greater energy savings.

Benefits accrue to all concerned — the specifying consultant, the installer and the end-user. With Magna consulting engineers are assured that the pump will meet performance specifications without being over-sized, or over-priced.

Installers also benefit because in about 80% of cases no subsequent manual adjustment is needed. They can quite literally install it, leave it, and forget about it.

Obviously the end-user benefits enormously as the pump delivers optimum performance efficiencies, thereby saving significantly on energy usage.

The entire Magna range also has an "A" Energy Rating. Against that background the pump sector has adopted the familiar energy-labelling system now commonplace on most household appliances, especially fridges and fridge-freezers.

The information is simple — ratings go from a scale of A to G — but the classifications are based on exacting, complicated calculations. All Grundfos Magna pumps are A Rated, a significant factor given that A-rated pumps consume up to 75% less energy than traditional standard pumps.

Powerful and sophisticated, the latest Magna models come with dimensions ranging from 25 - 60, offering energy-efficient, high-performing alternatives to traditional fixed-speed circulators. There are nine new models in all, specifically designed for low-flow applications such as small or medium-sized heating systems, mixing loops, etc.

Full details on the Grundfos Magna range can be found on [www.energyproject.com](http://www.energyproject.com)

Contact: Grundfos Ireland.  
Tel: 01 - 408 9800;  
email: [info-ie@grundfos.com](mailto:info-ie@grundfos.com)



# Plumb Lines

heard it on the grapevine ...



## IRELAND HOSTS BTU NATIONALS



The Irish Branch of the BTU Golfing Society hosted this year's BTU Nationals at Druids Glen/Marriott Hotel earlier this month. The last time Ireland hosted this event was 1988, when Irish Metropolitan won. Unfortunately, it was not to be this year. Nonetheless, the occasion was a great success.

Something like 200 people from overseas and throughout Ireland participated over the two days with 14 teams made up of 12 players each actually playing golf. The inclusive nature of the occasion was further emphasised by the generous sponsorship provided by companies from all sectors of the building services industry.

Sean Smith and his organising committee did an excellent job in devising the programme for the event with the attention to detail, especially in relation to the non-golf support issues, being exceptional. From the meet and greet at Dublin Airport through to their final departure, participants were given the 5-star treatment.

Moreover, the majority of the overseas visitors extended their stay in Ireland, most of whom were accommodated at the Marriott Hotel with the overspill staying in the nearby Glenview Hotel. So, congratulations to all ... in serving the industry you also did your bit for Ireland's tourism sector.

### NO ANDREW, WE DON'T BELIEVE IT!

Not that it matters what we believe ... the important thing for Andrew McEvitt is that, after 10 years, he and his fiancée Sharon McAllorum have finally decided to tie the knot. We all want to be sure when it comes to such a momentous commitment but, with Andrew it was a case of waiting to be sure, to be sure to be sure.

Seriously guys, here's wishing you both a fabulous day in the Glendalough Hotel next month and a very happy and long life together.

Now that I've flagged the venue I hope there won't be too many gate-crashers. At least I didn't give the date!

### WHISK ME OFF TO GAY PARIS!

Congratulations to Eugene Phillips, John McCusker and colleagues at PMC Partnership. This year the company celebrates 10 years in business and, to mark the occasion, staff and their partners enjoyed a weekend break in Paris earlier this month. Sorry I was unable to join you Eugene!

### NEW TWIST ON RUBBISH CHUTES

A revolutionary underground waste collection and recycling system is to be installed at a housing complex beside the new Wembley National Stadium in London. The chutes will be built into the courtyard of the development complex and are similar in principle to the system introduced by Barcelona way back in 1992 for the Olympics.

To use the new advanced Wembley system householders first separate their rubbish into three categories — recyclable, degradable and non-degradable — and place it in different portals or chutes which are located at street level. Air currents then empty the chutes at fixed times, sucking the waste along underground pipes to a central collection point at up to 70mph. From there it is taken by truck to recycling centres, landfill sites or incinerators. The first phase of the system will serve something like 4,000 homes but the Government in the UK has plans to extend it to cater for something like 500,000 new homes in the South East of England by the year 2016.

## 20 YEARS AGO TODAY



Paddy Clonan (left) making a presentation to Eoin Kenny at a dinner in the Royal St George Yacht Club in June 1986 to mark his election as President of CIBSE. This was a much-deserved high point for Eoin himself but the appointment also reflected well on the CIBSE Republic of Ireland Branch as a whole. It helped lay the foundation for what is now a very vibrant and progressive Branch and one which Eoin continues to serve with the same enthusiasm and commitment to this very day. Take a bow Eoin.



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